



**STARSTONE**

# A SPECIALTY INSURER

COMPANY OVERVIEW [2015](#)





## OUR STORY

Launched in 2008, our ambition was to be a leading global specialty insurer. Today, with six underwriting platforms, 13 global offices, more than 450 employees and almost 100,000 clients across the globe, we are well on our way to achieving our vision.

In 2014 we became part of Enstar Group, when we were acquired by Enstar in partnership with Stone Point Capital, with a minority investment from Dowling Capital Partners. With strong shareholders, both from a financial and intellectual capital perspective, we are well-placed to continue to drive our ambition. We are proud of what our shareholders add to our business and the investment they have made in us. Together, we have taken the decision to rename our company from Torus to StarStone with effect from September 2015.

As we continue to build our business for the benefit of our clients under a new banner, our values and approach to customer service remain unchanged. Our remarkable team of underwriting experts continues to offer our global client base tailor-made insurance products, backed by an efficient claims service.

StarStone is a global specialty insurer operating worldwide from key underwriting hubs in the Lloyd's and London markets, Continental Europe and the U.S.

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## FINANCIALLY SECURE

A financial rating of A- (Excellent) by A.M. Best, most recently affirmed in May 2015. For business written through Syndicate 1301, Lloyd's is rated A+ by Standard & Poor's, AA- by Fitch Ratings and A (Excellent) by A.M. Best.

## KEY FACTS

We offer a broad range of property, casualty and specialty insurance products to both large multinational and small and middle-market clients around the world.

## SPECIALTY LINES

6

### Product groups

StarStone serves a diverse client base across six main product groups: marine, energy, casualty, property, aerospace and workers' compensation.

## GLOBAL PRESENCE, LOCAL FOCUS

13

### Underwriting offices

Operating from 13 underwriting offices worldwide, StarStone people are empowered to support the extensive risk management needs of local market clients.

## MULTI-PLATFORM

6

### Regulated insurance entities

StarStone has six wholly-owned insurance platforms, and licences to serve a global client base.

## OPERATING AT LLOYD'S

1301

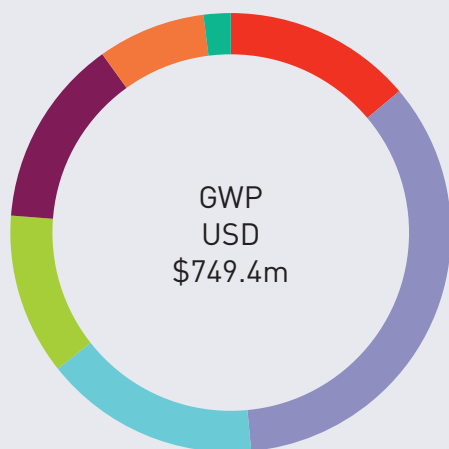
### Lloyd's syndicate number

Through Syndicate 1301, we offer a variety of specialty products at Lloyd's. Syndicate 1301 is managed by our wholly-owned Lloyd's managing agency, StarStone Underwriting Limited.

## INDUSTRY SPECIALISTS

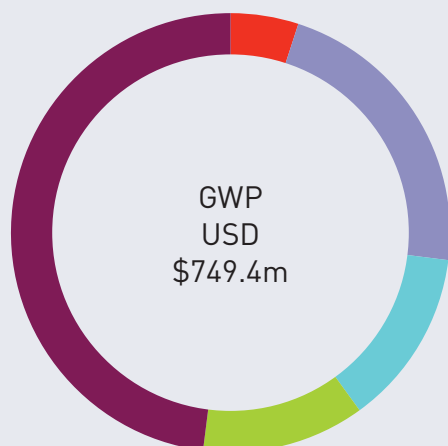
Whether insuring a billion dollar oil rig or the owner of a local family-run business, StarStone underwriters are experienced specialists in every area they serve.

## BALANCED PORTFOLIO



### PRODUCT GROUP

Aerospace	13%
Casualty	33%
Marine	21%
Property	10%
Energy	13%
Workers' Compensation	8%
Other	2%



### GEOGRAPHY

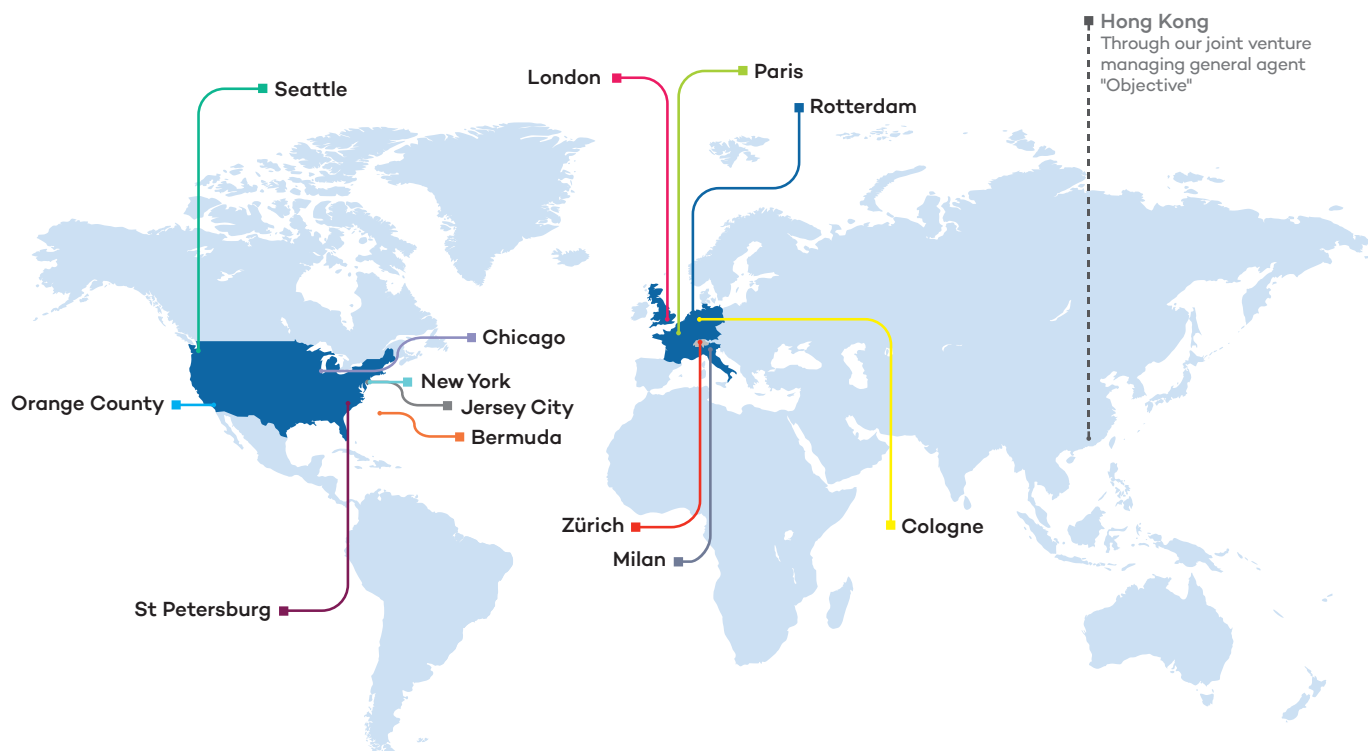
Australia/Asia	5%
Europe	23%
Rest of World	12%
UK	13%
U.S./Canada	47%

Full year 2014 gross written premium, including minority interests and discontinued lines. Geography is based on domicile of insured.

Businesses evolve and so do our clients' needs. Our ability to adapt quickly to change, while providing the highest quality service, is just one of the reasons our clients rely on us.

## GLOBAL REACH

More than 140 StarStone underwriters operate in the world's leading markets.



## INSURANCE PLATFORMS

### StarStone Insurance Limited

UK insurer regulated by the Financial Conduct Authority and the Prudential Regulation Authority.

### StarStone Insurance Europe AG

Liechtenstein-based European specialty insurer regulated by the Financial Market Authority.

### Syndicate 1301

Managed by StarStone Underwriting Limited, a Lloyd's registered managing agency.

### StarStone Specialty Insurance Company

U.S. excess & surplus lines insurer.

### StarStone National Insurance Company

U.S. admitted insurance carrier.

### StarStone Insurance Bermuda Limited

Class-4 insurer domiciled in Bermuda and regulated by the Bermuda Monetary Authority.



We're committed to the swift and straightforward settlement of claims. It's as simple as that.

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### EFFICIENT RESPONSE

We understand the importance of paying claims quickly. So we don't overcomplicate, delay or muddy the process. Our clients can be confident that settlement will be smooth and efficient. This is more than just a commitment to deliver on our promises: we're committed to making every settlement effortless.

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### INFORMED DECISIONS

All members of the StarStone claims team are empowered to make decisions and have in-depth industry knowledge to draw upon. This ensures each claim is handled with consistency and care. We match skills so that claims reach the right claims handler at first notice of loss.

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### PROACTIVE APPROACH

Key to StarStone's claims management approach is ensuring that claims-paid activity and potential exposure updates are forwarded to our management and underwriting teams in real time. Large claims are defining moments for our clients and we communicate all relevant facts and decision points effectively and promptly.

## STARSTONE BENEFITS

StarStone people shape our services. We build close relationships with our clients and bring experience and insight into everything we do.

### DRIVEN BY TALENT

We have an enviable talent pool and we continue to hire some of the best in the business. It's our people's deep expertise, global reach and local capabilities that lead to the close enduring relationships we have with our clients.

### WE WORK TOGETHER

We succeed as a team because we have no internal channel conflict across our underwriting network. In fast-changing markets, our collaborative teamwork enables us to compete effectively and work even harder for our clients and brokers.

### TAILORED PRODUCTS

Our product leaders are also market experts valued for their technical capabilities and industry knowledge. Specialist sector experience across all divisions ensures continued innovation and bespoke product development.

### EXPANDING DISTRIBUTION

Through the ongoing development of an international network of underwriting hubs, joint ventures and acquisition opportunities, we continue to expand our broker and customer distribution base, building strong, long-term partnerships across both traditional and key growth markets.

### OUR LLOYD'S PLATFORM

Through Syndicate 1301 at Lloyd's, we offer a variety of specialty products for small and middle-market to multinational risks. In addition to underwriting business directly at Lloyd's in London, we provide local access to Lloyd's security in France, Germany, Italy, The Netherlands, Switzerland and the U.S. Syndicate 1301 can conduct business in over 200 countries and territories worldwide.

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## ECOMMERCE PORTAL

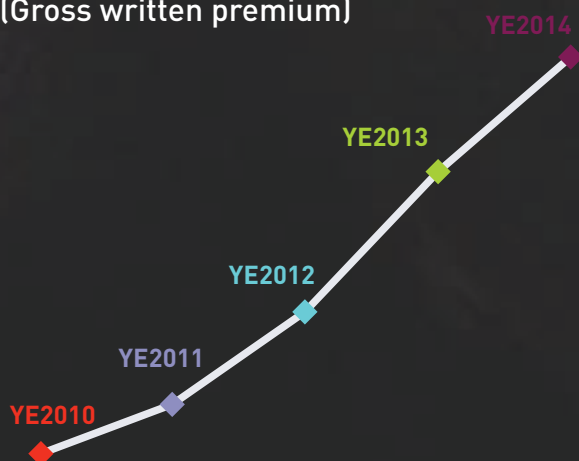
Our online broker portal, ESCAPE, offers a fast and cost-effective quote-to-bind-to-issue solution for brokers serving small and middle-market businesses. ESCAPE has grown successfully in excess casualty and other core lines, offering immediate wholesale distribution to all 50 U.S. states.

StarStone also harnesses the technology behind ESCAPE for our MGA partners across Europe.

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## ESCAPE GROWTH HISTORY

(Gross written premium)



ESCAPE has received market recognition for its development as a Celent Model Insurer and as a 2012 Finalist for MarketScout's Entrepreneurial Insurance Award.

## PRODUCT GROUPS

# MARINE

**Marine is one of the core offerings of StarStone's global portfolio. Our market-leading underwriting expertise via our London, European and U.S. platforms, ensures we effectively service our marine clients' specific needs.**

We provide worldwide solutions for ship owners, charterers, ports and terminals, shipyards, multimodal operators and cargo interests who operate in the complex environment of global trade. Our dedicated marine & energy liability team is a cornerstone of our practice. In addition to pure marine exposures, we are recognised industry experts for risks emanating from oil, gas and sulphur exploration as well as drilling and production in the field, both onshore and offshore.

Specie & fine art also forms an important part of our marine book. We insure a variety of bespoke short-tail specie policies that fall outside standard commercial and industrial portfolios.

With our cargo, hull & machinery and specie teams being significant market participants in their own right, StarStone has the ability to offer the full spectrum of marine coverages either on a standalone basis or through tailor-made multi-line package solutions.

## PRODUCTS

- [Hull & Machinery](#)
- [War](#)
- [Cargo](#)
- [Marine & Energy Liability](#)
- [Transport](#)
- [Specie & Fine Art](#)

## UNDERWRITING CONTACTS

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“The energy sector needs specialist and experienced insurers who understand fully the complex risks and regulatory scrutiny that clients face.”

**Ben Wilson**, Head of Power & Utilities and Onshore Energy

# ENERGY

**We serve many of the world's leading oil, gas and energy companies, writing business through our Lloyd's and London insurance platforms.**

Our clients are engaged in every type of upstream & offshore and midstream & downstream activity, from extraction of hydrocarbons, storage and distribution to refining and petrochemical operations. In power & utilities we cover all aspects of the generation, transmission and distribution of electric power, protecting property and machinery breakdown and consequential time elements.

Flexible programme structures allow participation on a full value/ quota share, primary or excess of loss basis.

## UNDERWRITING CONTACTS

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### **Marina Moore**

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## PRODUCTS

- [Onshore Energy](#)
- [Upstream & Offshore Energy](#)
- [Power & Utilities](#)

## PRODUCT GROUPS

# CASUALTY

**Casualty is our largest product group. Across our diverse global portfolio, multi-risk programmes and bespoke policies are available through retail, wholesale and Lloyd's brokers. Our casualty experts can be found on the ground in London, Europe and the U.S.**

## U.S. EXCESS CASUALTY

In the U.S., we cover a range of umbrella, excess and retained limit coverages across multiple market segments and small and mid-market businesses. In addition to traditional platforms, we also transact through our award-winning broker portal, ESCAPE. We operate with minimal clearance issues or volume commitment.

## U.S. HEALTHCARE

We blend data-driven analysis with over a century of combined experience to provide healthcare products tailored to our clients' unique needs. We work with provider groups, standalone facilities and large institutions. For our hospital clients, we can also access Syndicate 1301 through U.S. intermediaries.

## MANAGEMENT & PROFESSIONAL LIABILITY

Our established management & professional liability practices in Continental Europe and the U.S. specialise in directors and officers, and professional liability protection for traditional as well as emerging professions. Our products are available on a modular basis with one simplified, common policy architecture for all customer types.

## INTERNATIONAL EXCESS CASUALTY

With more than 85 years' combined experience, our international excess casualty team is one of the most experienced in the London market. We are the single access point for casualty risks which emanate from Fortune 500 businesses in the StarStone group. We provide multi-type coverages, either on a standalone basis or participating as a co-insurer with other carriers within the London insurance community.

## ACCIDENT & HEALTH

Through Syndicate 1301, we write a focused book of international accident & health insurance, acting both as a lead and co-insurer. Whether on land, at sea or in the air, we specialise in protection for groups and individuals – from air crew personal accident and loss of licence, accidental death and permanent and temporary disability to sports and high net worth business.

## PRODUCTS

- [Excess Casualty](#)
- [Management & Professional Liability](#)
- [U.S. Healthcare](#)
- [Accident & Health](#)

## UNDERWRITING CONTACTS

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“Our construction brokers  
and clients constantly  
face new challenges.  
We’re empowered and  
ready to help.”

**Tom Wylie**, Head of Construction

# PROPERTY

**Our property underwriters are drawn from a wide range of industries, writing a diverse book of property insurance for clients worldwide through lineslip facilities and our Lloyd's, European and U.S. platforms.**

With an increasing international focus, our general property team handles small, medium and large commercial and industrial property portfolios across all industry segments. We cover risks from low-hazard to severe-hazard occupancies, including residential property owners, single territory real estate and Fortune 500 businesses.

In construction, we are one of a select group of insurers who can be accessed solely in London. We lead a significant amount of the business we write and add value through our in-depth understanding of the complex hazards and risks inherent in construction and erection projects.

Our property coverage also includes protection against terrorism and political violence attacks on property and insured assets. We insure against physical damage and business interruption losses.

## UNDERWRITING CONTACTS

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## PRODUCTS

- [Construction](#)
- [General Property](#)
- [Property Binders](#)
- [Terrorism](#)
- [U.S. Homeowners](#)

# AEROSPACE

**In an increasingly commoditised market, our Aerospace team differentiates itself through service provision, flexibility of coverage and understanding of clients' risks.**

With access to worldwide licencing, we operate across Continental Europe as well as through Lloyd's and the London market. We serve a diverse client base, including airlines, aircraft manufacturers and airport service providers. We also offer comprehensive cover for satellites from launch to orbit through to the end of commercial life.

With extensive knowledge of the underlying technical risks associated with all types of aviation operations and spacecraft, our decision-making authority and sophisticated pricing and modelling tools ensure that we deliver expert product solutions and high-level service.

## PRODUCTS

- Airlines
- General Aviation
- Space
- Aviation Products

## UNDERWRITING CONTACTS

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### Marc Weber

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“We deliver underwriting flexibility. We can provide quick quotes and policy processing in multiple states and jurisdictions.”

**Jeff Wanamaker**, Head of Workers' Compensation

# WORKERS' COMPENSATION

**Our workers' compensation team has more than 100 years' combined experience and has a reputation for flexibility and developing strong relationships.**

We provide workers' compensation solutions for a range of industries, from energy and maritime businesses to high-hazard operations with the potential for severe injury. We also cover cross-state, multi-jurisdictional exposures in a single policy.

We have the knowledge and expertise to help businesses with unusual exposures maximise value from even the most complex risks and opportunities. Business is transacted directly with clients and we also partner with independent agents, managing general underwriters and select wholesale brokers throughout the U.S.

## PRODUCTS

- [Energy](#)
- [Maritime](#)
- [Automotive Dealers](#)
- [Construction](#)
- [Healthcare](#)
- [Oil & Gas](#)
- [Manufacturing](#)

## UNDERWRITING CONTACTS

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**Tracey Hughes**

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**John Searles**

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## HISTORIC MILESTONES

Since launching in 2008, we've grown to span six underwriting platforms and 13 global offices, with more than 450 employees servicing almost 100,000 clients worldwide.

### 2008

23 JUNE

We open for business writing offshore energy

### 2009

02 JUN

U.S. property and excess casualty platform opens

07 SEP

We launch our global specialty division

09 DEC

Merger with Sideris Re Holdings Limited [Lloyd's Syndicate 2243]

### 2010

04 MAY

We acquire Glacier Insurance AG

11 OCT

Launch of ESCAPE, our proprietary online broker portal

### 2011

20 SEP

We acquire Lloyd's Syndicate 1301

05 DEC

C.V. Starr's Continental Europe renewal rights acquired



## 2012

31 JUL

Our Lloyd's managing agency application is approved in principle

## 2013

28 MAR

Launch of our own Lloyd's managing agency

31 DEC

We acquire renewal rights to Enstar Group's former platform, SeaBright, and enter into the U.S. workers' compensation market

## 2014

01 APR

We are acquired by Enstar Group, together with the Trident Funds managed by Stone Point Capital

08 MAY

Dowling Capital Partners invests USD\$8m into our business, becoming a minority investor

## 2015

27 JAN

Enstar completes acquisition of Companion Property and Casualty Insurance Company; we now offer renewal rights on certain HO6 and Wellington business

06 FEB

We announce that we are to acquire two specialty insurance agencies in Belgium: Vander Haeghen & C° and Arena

04 MAY

General aviation products extended, now offered throughout the U.S.

01 JUN

Specialty products offered in Hong Kong through our joint venture managing general agent "Objective"

14 SEPT

We change our name to StarStone - insurance platforms to be renamed by the end of 2015

## PRODUCT LIST

### INTERNATIONAL

Products written via London and Continental Europe

### U.S.

Products written locally through our admitted and excess & surplus lines carriers

### LLOYD'S

Products written via Syndicate 1301

## MARINE

Hull & Machinery	•	•	•
War	•	•	•
Cargo	•	•	•
Marine & Energy Liability	•		•
Transport	•	•	•
Specie & Fine Art	•		•

## ENERGY

Onshore Energy	•		•
Upstream & Offshore Energy	•		•
Power & Utilities	•		•

## CASUALTY

Excess Casualty	•	•	•
ESCAPE		•	
Management & Professional Liability	•	•	
U.S. Healthcare		•	•
Accident & Health			•

## PROPERTY

Construction	•		•
General Property	•		•
Property Binders	•		•
Terrorism	•		•
U.S. Homeowners		•	•

## AEROSPACE

Airlines	•		•
General Aviation	•		•
Space	•		•
Aviation Products	•		•

## WORKERS' COMPENSATION

Automobile Dealers		•	
Construction		•	
Energy		•	
Healthcare		•	
Manufacturing		•	
Oil & Gas		•	
USL&H and Jones Act / Maritime		•	



## GET IN TOUCH

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